LIGHTHOUSE
MENTORING
A PROJECT OF SAPIENCE INSTITUTE

NEW MUSLIM
MENTOR TRAINING

SAPIENCE
INSTITUTE

LIGHTHOUSE MENTORING
A PROJECT OF SAPIENCE INSTITUTE

MODULE SIX: REGULAR FOLLOW UPS

SAPIENCE INSTITUTE

Module 1: The Why & the What

- **Why spend time in Dawah?**
- **Let's get the objective and metrics clear**
- **Why invest in Post-Shahadah da'wah & coaching?**
- **Dawah risks, expenses & wins**

Module 2: Know Your Audience

- **3 elements for understanding New Muslims**
- **Milestones for a New Muslim**
- **Possibilities & success stories**
- **Refined perspective**

Module 3: Revert Success Teams

- **Customer Success Teams VS Customer Support Teams**
- **Best practices for Revert retention & development**
- **Structure of a Revert Success Team**

Module 4: First Meeting & Development Plan

- **Finding new Muslims**
- **Introduction**
- **Explain**
- **Suggest a plan**
- **Share resources**
- **Discuss common obstacles**
- **Agree on next steps**

SAPIENCE INSTITUTE

Module 5: Regular Follow Ups

- **Process vs Culture**
- **Structure & Content**
- **Do's & Don'ts**
- **Common Pitfalls**

Module Six

- **Milestones & Goals**
- **Atom Habits**
- **Listening, empathy & empowerment**
- **Further learning on personal development**

SAPIENCE INSTITUTE

Milestones & Goals

- **Knowledge - Motivation - Inspiration**
  - **Are they consuming any?**
- **Company & friends**
  - **It doesn't have to be you, your masjid etc.**
  - **College, city events etc.**
- **Weekly or monthly meetings and check-ins**
- **Prayers**

Other Activities

- **Social events**
  - **Let them know based on interest**
  - **Use announcement groups**
- **Volunteering**
- **Sports**
- **Classes & conferences etc**

SAPIENCE INSTITUTE

Gratitude

- **Breathing**
- **Listing what's going well**
  - **Health**
    - **EVERYTHING! Think about how life would be without:**
      - **Food**
      - **Shelter**
      - **Family etc.**
- **Past successes**
- **Hope for the future and goals**

SAPIENCE INSTITUTE

Guilt Trips VS Celebrations

- **Celebrate small wins**
- **Be careful about destructive guilt trips**
- **Seeking forgiveness**
- **Making dua**
- **Basic steps - One battle at a time:**
  - **Just showing up**
  - **Just wudhu**
  - **Just standing up**

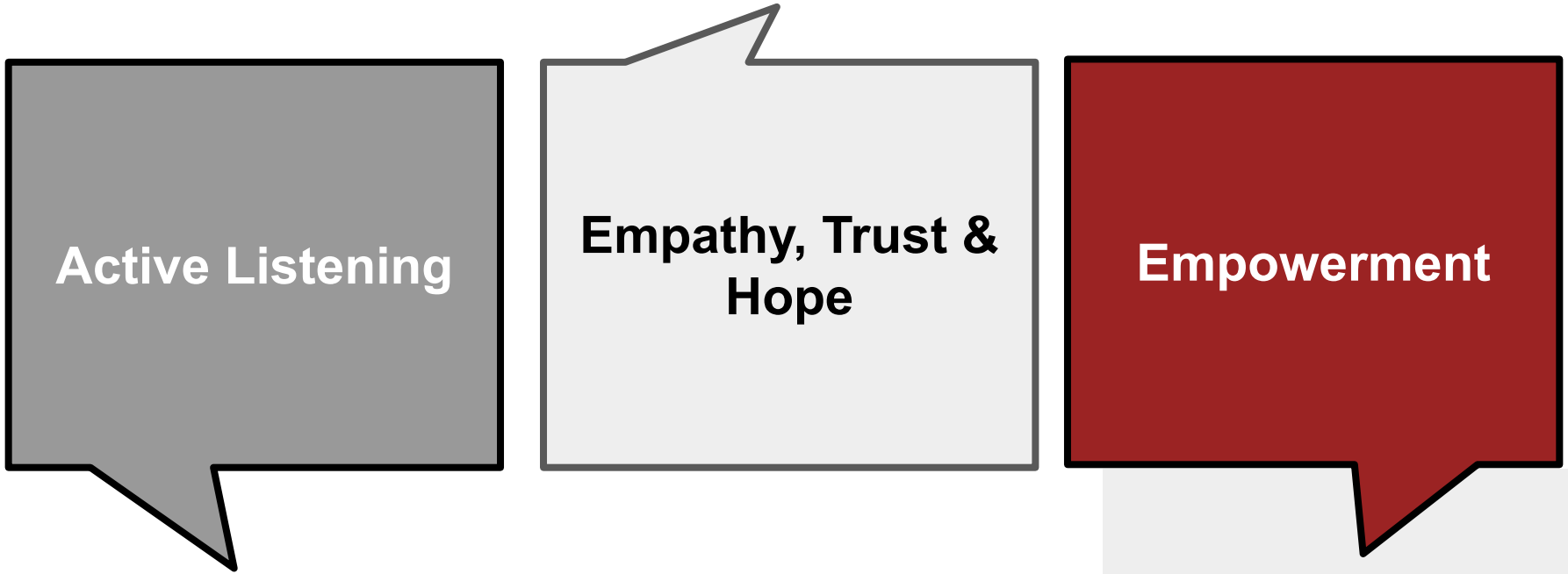
SAPIENCE INSTITUTE

Atomic Habits

- **Let's see from the manual**
- **Learn about HabitShareApp & WhatsApp check-ins**
- **One prayer a day**
- **Ten minutes on YouTube**
- **Rewards (shopping, treats, fun budget etc)**
- **Penalties**
- **Atomic Habit resources**

SAPIENCE INSTITUTE

3 Step Tactical Coaching Methodology



What is a Coach?

- **A Coach speeds up your progress and efficiency in reaching your goals. They start by helping you clearly set your goals by asking questions, suggesting ideas, inspiring, encouraging, challenging and pointing out personal conflicts you may have. Once the goals are set a coach aims for the following:**
  - **Strengthening desires and passion by connecting the goals with strong emotions**
  - **Setting daily & weekly habits and rituals**
  - **Regular check ins or follow ups for progress checks, reviews and accountability**
  - **Identifying Obstacles by asking questions, making observations, tapping into their or other's experiences**
  - **Suggest ways overcome obstacles and being more resourceful**
  - **They don't do the work for you and may not have achieved the same goals as you.**

SAPIENCE INSTITUTE

“What is a Coach?” By Coach Zubair

SAPIENCE INSTITUTE

Empowerment

OPTIONS:
- They
- You
- Qualified others

PROS & CONS:
- Lesser of Evils
- Greater good

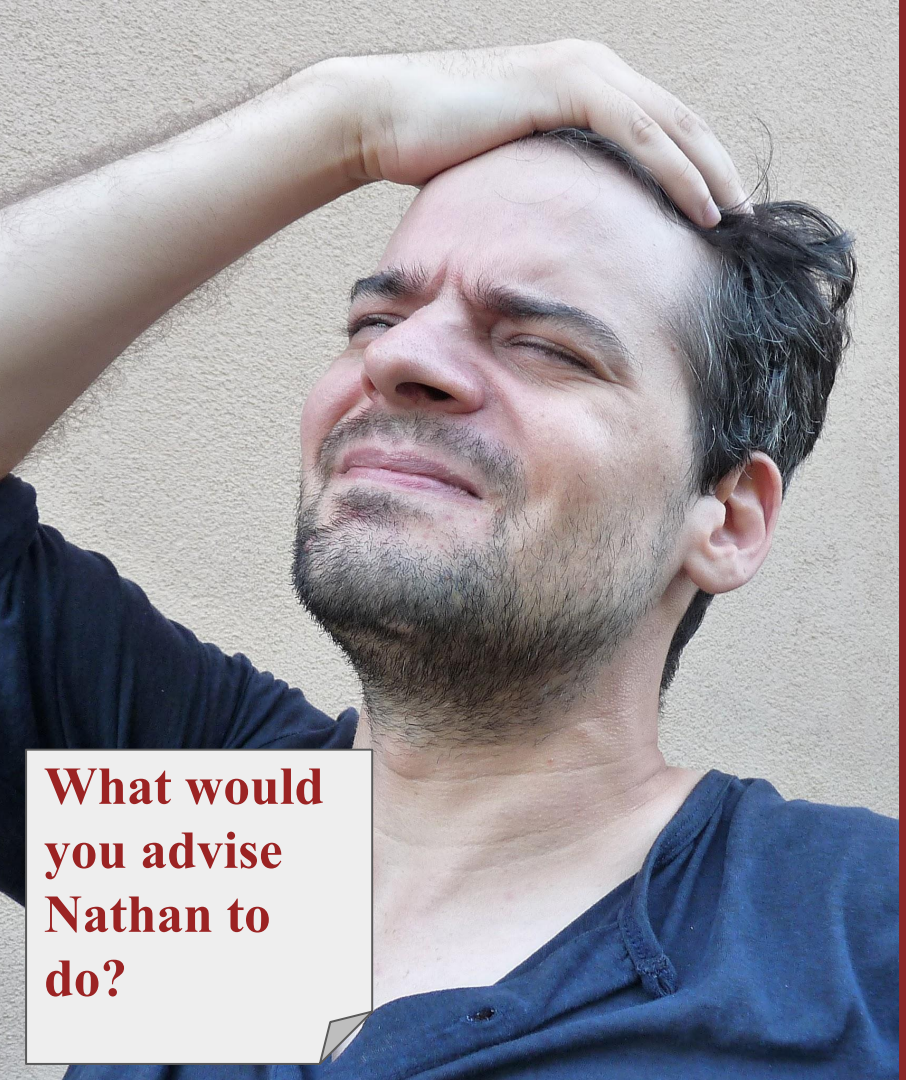
THEY DECIDE!

Case Study 1

Dan has accepted Islam 6 months ago, however he never dared informing his parents about his new way of life.

Lying to them and hiding his beliefs starts becoming more and more difficult for him and he doesn't really know what he should do.

SAPIENCE INSTITUTE



Case Study 2

Nathan feels really low! He keeps wondering: “Why are my parents not guided?”

What he finds the most difficult is the fact that when his parents die he won’t be able to make du’a for them. Each time he thinks about this, it makes him feel depressed.

SAPIENCE INSTITUTE

Case Study 3

John says to you:

“I don’t know if I should tell you, but I have done so many bad things in the past and there are still many sins I find difficult to stop!”

“I feel really disgusted about myself and I really don’t think I deserve to be a Muslim.”

SAPIENCE INSTITUTE

Further Learning on Personal Development

- **See our training document/manual:**
  - **Personal Development & goal setting with five pillars of success**
  - **Empowering new Muslims | Personal development 101**
  - **Emotional mastery**

SAPIENCE INSTITUTE

CHAMPIONS OF CHANGE
CALL TO ACTION!

SAPIENCE INSTITUTE

Only one question remains…

WHO IS READY TO CHAMPION REVERT SUCCESS?

Champions of Change

- **Dua**
- **Share & raise awareness**
- **Be the champion in your community**
- **Practise**
- **Create a team of dedicated people**
  - **Even if small**
- **Keep in touch**

SAPIENCE INSTITUTE

CHAMPIONS OF CHANGE
WHATSAPP GROUPS

SAPIENCE INSTITUTE

CHAMPIONS OF CHANGE

Announcements for coaches:

https://chat.whatsapp.com/LBY8K7lbtJKCYe0Kd63FQA

SAPIENCE INSTITUTE

CHAMPIONS OF CHANGE

Content for reverts:

https://chat.whatsapp.com/ByVghA0qtmNBoAr5jcZG7p

SAPIENCE INSTITUTE

Contact

- **Email: z.adamjee@sapienceinstitute.org**

SAPIENCE INSTITUTE

Other Resources

- **Q&A Mufti video playlist: 👉LINK HERE👈**
- **Empowering Muslims: 👉LINK HERE👈**
- **Personal Development: 👉LINK HERE👈**
- **Slides & Worksheet: 👉LINK HERE👈**

SAPIENCE INSTITUTE

NEXT STEPS

- Email me your feedback (z.adamjee@sapienceinstitute.org)
- Is this is for you?
- Put time aside for this work
- Raise awareness
- Download & review slides
- Practise with a buddy
- Search for new Muslims
- Setup first call / meeting

Q&A